








Competitive Comparison

Xerox Phaser® 4500 vs. HP LaserJet 4200



Rock-solid network printing that exceeds expectations

- Faster engine and processor
- Easy to install, use, and maintain
- More media flexibility
- True Adobe® PostScript® 3™
- One-year on-site warranty





	Phaser 4500	HP LaserJet 4200n
Faster engine speed Faster first-page-out time Faster processor	36 ppm 8 seconds 400 MHz 	35 ppm 9 seconds 300 MHz
Fully-featured and more robust printer management <ul style="list-style-type: none"> • The Phaser 4500 has more features to keep your office productive and to facilitate printer management and technical support 	CentreWare® IS embedded Web server, CentreWare Web, MailinX email alerts, PrintingScout on-screen alert notification, PhaserSMART® online troubleshooting	HP Web JetAdmin, email alerts, status monitor
Easier installation	4 steps   	16 steps  
More media flexibility <ul style="list-style-type: none"> • The Phaser 4500 can feed more paper with greater reliability – providing more creative freedom for the office 	Up to 203 gsm from trays Up to 216 gsm from bypass	Up to 120 gsm from all trays
Larger printable area	Edge-to-edge printing	No edge-to-edge printing
Holds more paper <ul style="list-style-type: none"> • Fewer user interventions keeps your office printing 	Standard input: 700 sheets Standard output: 500 sheets	Standard input: 600 sheets Standard output: 300 sheets
Larger hard drive <ul style="list-style-type: none"> • The Phaser 4500's larger hard drive can perform more tasks at once, have more storage for fonts, and enable Save Print and Secure Print features 	20 GB (standard on 4500DX) 	10 GB (optional)
USB connectivity	Standard	Optional (\$109)
Best standard warranty in its class <ul style="list-style-type: none"> • Save time and money by having Xerox come to you, rather than boxing up the HP printer and sending it to them 	One-year on-site	One-year Return to HP

(see over)

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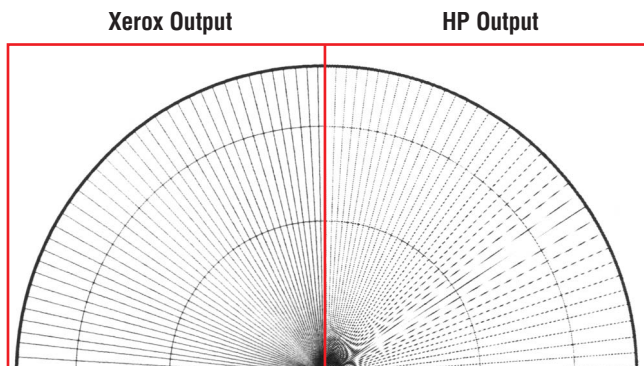
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Faster speed

	Phaser 4500	HP LaserJet 4200
Monochrome e-mail (1 page) 	8.0 seconds	9.0 seconds
Excel spreadsheet (1 page) 	8.0 seconds	9.6 seconds
PDF (2 pages) 	10.7 seconds	13.7 seconds
PowerPoint presentation on paper (8 pages) 	22 seconds	24 seconds



Better resolution/print quality



Notice how HP's lines drop out and lack detail at fine resolutions.

Magnified 40% to show detail

Award-winning performance



PC Magazine (4/20/2004) honored the Phaser 4500DT with the overall **Editors' Choice** award for all black-and-white laser printers they tested.

The Phaser 4500DT beat all eight of its competitors including the HP LaserJet 4300dtnsl, which tested slower than the Phaser even though it is advertised at 45 ppm and sells for \$900 more than the Phaser 4500DT.

Printers in the competition were from Dell, Kyocera, IBM, Ricoh, and two each from Lexmark and HP.



Government Computer News (4/26/2004) also awarded the Phaser 4500N with their **Reviewer's Choice**.